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Automotive News

Detroit, January 26, 1981

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FDA signs up 100 dealers in Pittsburgh

PITTSBURGH. — Over 100 dealers of the Pittsburgh District Ford Dealers Advertising Fund voted overwhelmingly to join the Ford Dealers Alliance as a group.

The district is comprised of dealers in western Pennsylvania, eastern Ohio, northern West Virginia and western Maryland. Their move marks the first time that a group of dealers not from the East Coast has joined the FDA as a chapter.

Sources have indicated that other FDAF districts are considering this type of action.

Ed Mullane, president of the FDA, told the group of dealers meeting here that Ford management does not appear to recognize that the dealer is one of their greatest assets.

"When an entire district like yours joins us publicly as a group it has to change their thinking," he said.

He added that they've argued in the past that the Alliance was strong only in the Northeast and not typical of the rest of the nation.

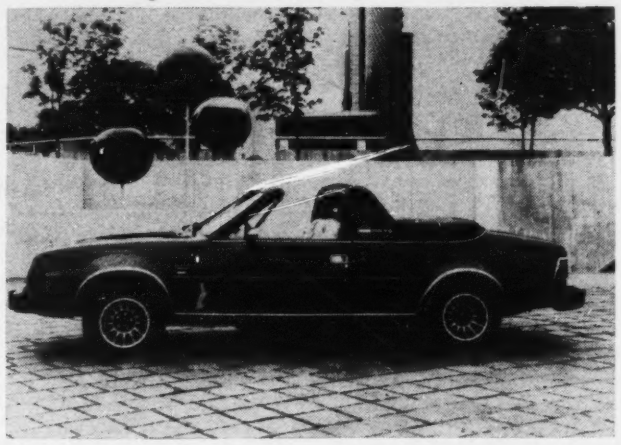
"On the contrary, your action today, coupled with the support we're getting from key dealers and national dealer council chairman from all parts of the country, makes it crystal clear that the Alliance does indeed reflect the attitude of dealers nationwide," Mullane said.

• Phil Fitts, president of the Pittsburgh FDAF and a dealer here, told AUTOMOTIVE NEWS that while he could not speak for every member of the district, it was apparent to him that Ford Motor Co. has not listened to dealers for some time, but that FDA has received attention from the manufacturer.

Dealers in the district have been displeased for some time

Continued on Page 37, Col. 5

Open to sun and stars



Concord converted

Griffith Co., Ft. Lauderdale, Fla., presents the Concord convertible, with fiberglass roof panels that can be removed and stored in the trunk. The accompanying polyvinyl convertible top is then unlatched and covered with the boot for open-air comfort and fun. Dealer cost for the conversion is $2,995 and suggested retail $3,750.

U.S.-built carburetors purchased by Japan

ST. LOUIS. — Carter-Weber, Inc., has signed a three-year agreement with Fuji Heavy Industries, Ltd., to supply feedback carburetors as original equipment for Subaru automobiles to be built in Japan and sold in the U. S. and Canada.

"This agreement is evidence of the spirit of cooperation and reliance that exists between our countries," said Sadamichi Sasaki, president of Fuji.

"Carter-Weber is the first U.S. manufacturer to export carburetors to a Japanese automobile producer," said James T. Bickhaus, president of Carter-Weber. "This culmination of several years of intensive development and cooperation demonstrates that advanced carburetion is an efficient and reliable product for future automotive engines."

The three year agreement, totalling more than $10 million, calls for Carter-Weber to supply feedback carburetors for Subaru passenger cars, beginning with model year 1982.

The new compact, lightweight single-barrel feedback carburetor is equipped with a pulsing solenoid enabling it to interface with an electronic control unit designed to monitor emissions through a sensor located in the vehicle's exhaust pipe.

The rapid response of the Carter-Weber feedback carburetor to engine operating variables results in better performance, driveability and fuel economy along with more efficient operation of the catalytic converter, Carter-Weber said.

It will manufacture the carburetors in North Carolina.

Loan OK brings major change to life at Chrysler

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—The Chrysler Loan Guarantee Board gave its conditional approval to the auto maker's request for another $400 million in federal loan guarantees last week, but not before exacting a price from the beleagured firm that the staff noted will "result in a company which looks much different than the corporation which first approached the U. S. Treasury in July, 1979."

For one thing, Chrysler Corp. will have to sell its corporate jet and forget about its options to purchase two more. Indeed, Chrysler will have to forego corporate aircraft altogether. The Loan Guarantee Board thought them an extravagance the company could ill afford.

Then there are other somewhat more important requirements: Chrysler will have to permanently lay off another 3,000 workers, reduce its planned expenditures during 1981 through 1985 by $1.888 billion and sell at least half of Chrysler Financial Corp.

That means the planned subcompact to replace the aging Omni/Horizon models must be scrapped. The premium two-door version of the K-car will have to be deferred by six months to mid-1982. Plans for a sporty model based on the K-series, a four-speed automatic transaxle and an additional front-wheel-drive assembly plant will have to be deferred indefinitely.

Chrysler must also convince Mitsubishi, its Japanese partner, to continue its present financing arrangement beyond the March 31 cutoff, for a savings to the company of $150 million. It must get Illinois, New York, Ohio and Missouri to loan it $76 million (Illinois signed a bill just this month). It must squeeze other of its suppliers for another $65 million in deferred payments and restructure its debt for a savings of $300 million.

• For their part, the company's workers will be asked to give up $783 million, including wages and benefit freezes.

Suppliers will be asked to put a hold on parts prices through the year and give a 5-percent discount on purchases during the first quarter of 1981, for a savings of $72 million.

Lenders will be asked to convert about $1 billion of Chrysler's longterm debt, as well as about $68 million in deferred interest notes, to preferred stock while also giving the company the option to pay off the remaining debt of approximately $500 million at 30 cents on the dollar.

The UAW general membership had only to ratify its part of the plan at press time. Suppliers were expected to go along with the plan, in part because Chrysler has promised they will

Continued on Page 37, Col. 4

Smith sees heavy spending on plants and technology

GM raises the ante to $80 billion

By Paul Lienert
Contributing Editor

General Motors has upped the ante again.

The corporation now is likely to spend an unprecedented $80 billion on new products, plants and technology during the 10-year period from 1980 to 1989, according to Roger B. Smith, GM's new chairman.

GM already has disclosed plans to spend $40 billion in the 1980-84 period, primarily to overhaul its existing product lines and assembly plants.

It now appears the corporation will spend at least another $40 billion in the latter half of the decade, according to Smith, but the money may not go for another vehicle downsizing program like the present one GM hopes to complete by 1985.

"Hopefully, when we get it (downsizing) done and if everything settles down in the world, our spending should drop," Smith told AUTOMOTIVE NEWS.

"But it probably won't," he added. "I don't want to spend another $40 billion (in the late '80s) on another round of car downsizing. But it wouldn't bother me (to spend that money) if we're doing it on new components factories, our new electric car, new microprocessor factories, new robot - producing factories, new products and all the other things I see coming down the road.

"There are going to be tremendous technological breakthroughs in our country in a lot of ways we don't even know about now . . . not only in the products, but in the factories," Smith said. "With the tremendous ability of computers now and their cost coming down, for instance, things that were dreams a few years ago will be going into production . . . things like radar brakes, which I think

Continued on Page 42, Col. 1

breaking news

Ford claims overseas sales lead

DEARBORN.—Ford Motor Co. said its 1980 sales outside North America led those of all other U. S.-based auto makers for the 16th consecutive year. Ford and its affiliates sold 1,982,000 cars and trucks outside North America during 1980—down 7 percent from last year's alltime high. Included in that total are a record 422,200 trucks—up 5 percent from the previous mark of 402,300 units set in 1979. Combined 1980 car and truck sales trailed only 1979's record of 2,137,100 and 1978's second-highest total of 2,034,300. Ford car sales for the year totaled 1,560,000—down 10 percent from 1979's record total of 1,734,800.

Chrysler takes aim at service

DETROIT.—Chrysler Corp. will hire 125 service development managers and assign them throughout its 20 zones, where they will serve as service consultants to dealers. The move, according to Gino J. Giocondi, director of service and parts sales, is "in line with Chrysler's policy of doing a better job in the area of customer satisfaction."

Chrysler offers sporty Misers

DETROIT.—Chrysler Corp. is offering Miser versions of the sporty Plymouth TC3 and Dodge 024 two-door hatchbacks. They are priced at $5,299, the same as the Omni and Horizon four-door Miser models. The sporty units have a 1.7-liter four-cylinder engine and 2.69 axle ratio. EPA ratings are 30 MPG city and 50 MPG highway.

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It draws up contingency plan to stay in U. S. market

Mitsubishi braces for Chrysler fall

By John Hartley
Staff Correspondent

TOKYO. — Mitsubishi Motors Corp.'s latest move in its dealings with Chrysler Corp. is a contingency plan—and the contingency is Chrysler's potential bankruptcy.

Although Mitsubishi executives are putting a brave face on things, insiders say that the Japanese company does not expect Chrysler to survive the spring. And Mitsubishi is well-placed to hear of Chrysler's future sales hopes and is vulnerable to its dwindling sales in the U. S.

Because of a big buildup in stocks of Mitsubishi cars in the U. S., shipments from Japan have been cut from the usual 15,000 a month to only about 3,000.

At the same time, during the autumn, Chrysler's demand for the Mitsubishi engine used in the K-car gradually fell from the planned level of 10,000 a month to only about 5,000, whereas the volume had been expected to build up to 15,000 units a month.

To avoid excessive stocks, Chrysler asked Mitsubishi to stop shipping engines. None have been delivered this year, and a Mitsubishi spokesman said: "It is up to Chrysler to say when we should start deliveries again."

Nevertheless, this presents Mitsubishi with a problem that is all too familiar in the U. S.—declining production volumes. The reductions of 10,000 engines and 10,000 completed cars a month is a big blow to Mitsubishi.

• At the same time, the Japanese feel that if Chrysler does go bankrupt, the repercussions could be significant. For a start, all those cars waiting to be sold in the U. S. are legally the property of Chrysler, so Mitsubishi would find it difficult to regain possession.

At the same time, sales of Mitsubishi cars in the U. S. would slump since Mitsubishi has no dealer network of its own.

Therefore, Mitsubishi has drawn up a contingency plan. The reduction in shipments is but a tip of the iceberg.

It is now setting up a paper company in California which will be responsible for receiving Mitsubishi cars and then selling them to Chrysler. No doubt the aim is to retain legal possession as long as possible.

Mitsubishi also wants to set up its own network in the U. S. to sell its cars, but so far Chrysler has blocked this move, fearing its operation would be affected adversely.

In Australia, Mitsubishi, which bought Chrysler's operation there, is learning how to handle an overseas operation and how to set up a sales network.

It is certain to ensure that the new company set up in the U. S. is legally able to sell cars directly to dealers. If Chrysler goes under, Mitsubishi would be able to start selling its cars in the U. S. almost immediately.

It is also possible that Mitsubishi, part of an enormous group with more financial muscle than Toyota, could put in a bid to take over some parts of Chrysler's manufacturing operation in the event of bankruptcy.

The fact is that Mitsubishi desperately needs to sell those 180,000 odd units a year in the U. S. They represent about 60 percent of Mitsubishi exports and 30 percent of car production.

Mitsubishi is prepared to take drastic measures to protect and expand that market. However, it is very careful that these moves are not obviously damaging to Chrysler, lest public opinion in the U. S. be turned against it.

Americana for East Coast

The New York-New Jersey Pontiac Dealers Assn. presents the Americana, a special edition, special price Grand Prix designed just for this area. The Americana features a custom extended elk grain vinyl landau roof, French-styled opera and rear windows and Targa band in brushed silver or anodized gold with matching jewelry and trim.

Chrysler renews plea for auto industry aid

By Edward Lapham
Financial Editor

Chrysler Corp., still tottering near the brink of a bankruptcy abyss despite the federal loan guarantee bailout, has renewed efforts to obtain industrywide relief through import limitation, tax credits and a moratorium on regulations.

The auto maker has "papered" Washington with copies of its proposal, dubbed the "National Automotive Recovery Act," sending it to new members of congress, Reagan Administration officials and the media.

It is not a new proposal.

"That's just the point," said a ranking Chrysler spokesman. "Iacocca has been talking about these things and the need for them for a long time. We think that the government people may be willing to listen now, in the face of all the problems the auto industry is facing."

In the cover letter to the proposal, mailed Jan. 12, Chrysler Chairman Lee Iacocca said "it was a good program when it was first proposed." He added: "As events have developed, it is even more critical now."

Under the program, the government would negotiate a two-year agreement with the Japanese to stop shipping vehicles built on overtime into the U. S. The government also would provide a $1,500 personal tax credit for the purchase of a new "American-built car when a pre-1976 car is traded in" and freeze all environmental and safety regulations at current levels for two years.

• Iacocca said the program would increase sales of American-built cars by one million units, save more than 300 million gallons of gasoline, put 250,000 Americans back to work, reduce the automotive balance of payments deficit and "provide the time and funds the industry needs as it converts to more fuel-efficient cars and trucks."

The Chrysler execuive said the cost of the tax credit would be offset by increases in Social Security and income tax receipts and a decrease in transfer payments (Trade Readjustment Assistance, etc.) as people returned to work as a result of the program.

Wendell W. Larsen, Chrysler public affairs group vice president, said there has been "considerable interest" in the Chrysler program.

"There has been a good response now that the program has had a chance to work its way into the system," Larsen said. "We've received lots of letters from Senators and Congressmen, including some which expressed a desire to have some language for a bill."

Larsen said he believes the response in Washington is not so much due to a change in the political winds, but rather to an

Continued on Page 6, Col. 1

UAW Chrysler chiefs OK $622 million relief

By Marjorie Sorge
Labor Editor

ROMULUS, Mich.—The UAW put one more peg in place in Chrysler Corp.'s survival plan last week as the union's 250-member Chrysler Council voted to recommend ratification of another scaled-down contract to the membership.

In a 3½-hour meeting with some raised voices and very little cheering, the council, in a voice vote, recommended accepting further concessions amounting to $622 million by the time the contract expires Sept. 14, 1982.

The concessions will directly effect the 63,000 UAW-represented workers in the U. S. and Canada and include a freeze on the cost - of - living - allowance (COLA) and the 3 percent annual wage increase.

The only real heated objections came from the Canadian workers and those in defense-related jobs, specifically the three Chrysler tank plants.

The Canadians have indicated they resent the U. S. government, in the form of the Federal Loan Guarantee Board, telling them what to do. The tank workers say they are making money for Chrysler and work under a government contract and should not be part of further concessions. There are about 3,400 defense plant workers and about 7,400 Canadians.

• According to UAW Vice President Marc Stepp, the ratification process will begin this week with the final tally ready for Chrysler by noon on Feb. 2.

"I am now quite confident the contract will be ratified . . . the alternative is the dissolution of Chrysler Corp." said UAW President Douglas A. Fraser.

Approval of the new contract would help clear the way for

Continued on Page 6, Col. 4

Total is 389,414 with GM taking half of market

Diesel-car sales increase 40 percent for year

By Richard A. Wright
Assistant Managing Editor

The future of the passenger-car diesel may be in doubt because of its emissions, but there is apparently no doubt among new-car buyers about its desirability as sales of diesel cars surged strongly in 1980 while overall sales fell.

Sales of new diesel cars in 1980 in the U. S. totaled 389,414, up 40.17 percent over 277,817 in 1979. Total new-car sales in the U. S. in 1980 were down 15.68 percent from the preceding year.

Sales of diesel cars accounted for 4.34 percent of the total in 1980, compared with 2.61 percent in 1979.

General Motors took the lion's share of the diesel market again in 1980, accounting for 54.27 percent of sales, a total of 211,322 units. In 1979, GM sold 147,531 diesels, 53.10 percent of all diesel sales.

Over half of the GM diesels sold last year were Oldsmobile and Olds was the leading nameplate in diesels with 126,853 sales. Next was Volkswagen, which sold 92,735 diesel Rabbits and 23,565 diesel Dashers for a total of 116,300.

Sales of diesel-powered new cars in the U. S.

	1980 Sales	Percent Share of Market	1979 Sales	Percent Share of Market
Oldsmobile	126,853	32.58	111,240	40.04
Cadillac	38,754	9.95	29,616	10.66
Buick	19,790	5.08	2,750	0.99
Pontiac	13,475	3.46	2,275	0.82
Chevrolet	12,450	3.20	1,650	0.59
General Motors Total	211,322	54.27	147,531	53.10
VW Rabbit	92,735	23.82	75,593	27.21
VW Dasher	23,565	6.05	10,412	3.75
Audi	8,035	2.06	.....	.....
Volkswagen Total	124,335	31.93	86,005	30.96
Mercedes-Benz	39,262	10.08	35,632	12.83
Peugeot	10,337	2.65	8,649	3.11
Volvo	4,158	1.07	.....	.....
TOTAL	389,414		277,817	

• After Olds at GM were Cadillac, 38,754; Buick, 19,790; Pontiac, 13,475, and Chevrolet, 12,450.

In addition to the Rabbit and Dasher diesel sales, 8,035 diesel Audis were sold in 1980, giving Volkswagen of America total diesel deliveries of 124,335, compared with 86,005 in 1979. Of that 1980 total, 92,693 were built in the U. S., all Rabbits.

Mercedes-Benz sold 39,262 diesels in the U. S. last year, up from 35,632 the year before, and Peugeot sold 10,337 diesels, up from 8,649. Volvo introduced its diesel during 1980 and sold 4,158 units.

Thus, while sales generally were off sharply in 1980, all lines which offered diesels saw sales of that type increase over 1979.

In fact, diesel car sales seem to be limited by availability. So far, demand has outstripped production and as diesels are offered in more lines, they are quickly snapped up.

• Oldsmobile has been the primary GM division in development of the corporation's diesel car, and Oldsmobile offers the 350-cubic-inch V-8 diesel in a wide range of cars—88 and 98, Toronado and Cutlass and Supreme.

Cadillac's Seville is the only domestic nameplate with the diesel as standard engine and it is optional on all other Cadillacs.

Diesel engines are available on all Buick LeSabre, Electra and Riviera models and the division announced last week that it will offer the diesel as an option on its Century, Regal and Century wagon lines. Buick expects to have 56,000 diesls available during the '81 model run, compared with 40,000 forecast earlier.

At Pontiac and Chevrolet, diesel engines are available on all standard Catalina, Bonneville, Impala and Caprice models.

Among the imports, a five-cylinder diesel is available on the Audi 5000 and a 1.5-liter four-cylinder diesel may be had on the VW Rabbit and Dasher.

Mercedes-Benz offers 2.4 and 3-liter diesel engines in its 240-D, 300-D, 300-CD, 300-TD and 300-SD models. Peugeot offers a 2.3-liter diesel on its 504 models and Volvo recently introduced a 2.4-liter diesel.

9-liter orders top 10,000 in year, IH says

CHICAGO. — More than 10,000 9-liter diesel engines were ordered from International Harvester's Engine Division during the first year of the engine's availability, according to G. D. Aravosis, marketing vice president.

Aravosis said the 9-liter enbine's strongest sales performance has been in the Upper Atlantic states (New England through Virginia) and in the Great Plains.

He noted that International's Truck Group offers an optional extended warranty for the 9-liter. The extended warranty covers 100 percent parts and labor, includes a $50 deductible, and gives owners of S-Series and Cargostar medium trucks with 9-liter engines an additional 25,000 miles or one year's protection beyond the standard policy.

It is the only mid-range diesel warranty for three full years or 75,000 miles, Avarosis said.

• V. J. Spedale, the division's general manager, said the 9-liter has been approved for unlimited mileage.

"Close study of field usage and extensive laboratory tests have proven that the engine is one of the most durable, trouble-free engines we ever have offered," he said.

Spedale added that mileage restrictions on new designs are a normal practice with the Engine Division.

"We must have extensive product field use, which is the ultimate test, before making certifications for what some engine makers might consider abusive use," he explained.

He noted that one of the first 9-liter engines in service was with a major leased truck fleet based in Florida, and that the engine had logged more than 100,000 trouble-free miles in one year, which is up to two times the annual mileage recommended.

The unrestricted mileage recommendation for the 9-liter applies to the 165-HP version in single-axle straight truck applications up to 28,000 pounds GVWR.

With the 180-HP version,

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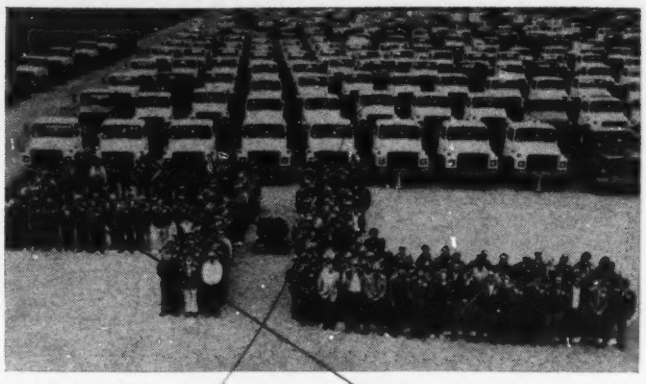

'World's first 9-liter driveaway'

More than 200 drivers, representing International dealers from Ohio, Indiana, Illinois, Pennsylvania, Michigan, Kentucky and West Virginia, form a living 9-L for the "world's first 9-liter driveaway" from international's medium-truck plant in Springfield, O. The hyphen between the 9 and L is the 9-liter diesel powering the 218 S-Series trucks lined up between the drivers.

Volvo tractor joining F-6 low COE in '81

PORTLAND, Ore. — A new tractor rated at 50,000 pounds gross combination weight, the F-614T, will be added in 1981 to the Volvo diesel line marketed in the U. S. by Freightliner Corp.

Although the Swedish-built F-614T is available now in limited quantities, a Freightliner spokesman said, full production of the new tractor is expected to begin in the spring for mid-year deliveries in the U. S.

The 4x2 tractor is designed primarily for the city pickup-and-delivery market and other heavy short-haul applications, where the transition from trucks to tractors and gasoline power to diesel is particularly strong.

A member of the Volvo F-6 low cabover series, the 614T is powered by Volvo's TD60B in-line, six-cylinder engine rated at 174 HP at 2,800 RPM and 382 foot pounds of torque at 1,900 RPM. The engine is turbocharged, with direct fuel injection.

Standard specifications of the 117-inch wheelbase tractor also includes the Volvo S6-65 six-speed, fully synchronized transmission; 14-inch single plate clutch and power steering. Front axle capacity is 9,000 pounds, and the rear axle is rated at 20,000 pounds with a 4.88 ratio.

The cab, 60 inches from bumper to the back of the cab, tilts forward 52 degrees for easy access to all engine parts. Fluid reservoirs are translucent and easily accessible for quick inspection without tilting the cab, the spokesman said.

Cab equipment, he added, includes a full complement of easy-to-read instrumentation, full-flow ventilation and fully adjustable driver's seat.

The F-614T also features Volvo's 24-month/100,000-mile warranty (100 percent parts and labor) on all basic engine components, with a 36-month/300,000-mile warranty (100 percent parts) on crankshaft and block.

Volvo replacement parts, accessories and exchange components are guaranteed for 12 months, the spokesman said, regardless of mileage. Volvo Contract Maintenance also is available.

Trucks in the F-6 line include the F-611, rated at 24,500 pounds gross vehicle weight; the F-613, rated at 27,080 to 29,000 pounds GVW and the F-614, rated at 29,000 pounds GVW.

Volvo's new F-6 tractor

The new Volvo F-614T 4x2 tractor, which will be introduced in the U.S. later this year, features the Volvo TD60B in-line, turbocharged six-cylinder diesel rated at 174 HP at 2,800 RPM and 382 foot pounds of torque at 1,900 RPM.

HD registrations show small gain in December

Heavy-truck registrations in November recorded a slight increase over figures for the same month the year before to reverse the downturn that started in March.

The total for the month for Groups 7 and 8 was 14,968 units, according to R. L. Polk & Co., and was an increase of 0.6 percent over the previous year's 14,883.

February was the last month in which heavy-truck registrations showed a gain over the year-ago monthly tally.

Despite the November increase and the surge in the registrations of Group 7 trucks, heavy-duty registrations for the 11-month period of 1980 were down 8.9 percent from the year-ago level, from 195,848 units to 178,405.

Registrations of Group 7 trucks through the January-November period totaled 73,380 units, an increase of 68.9 percent over the year-ago total of 43,457 units.

Group 8 registrations for the 11-month period were 31.1 percent below the 1979 total, from 152,391 units to 105,016.

truck industry news

Month's total dips below 200,000

November registrations are lowest in 6 years

November registrations of new trucks of all types in the U. S. were the lowest for that month in six years and marked the first time since 1975 that the industry total dipped below the 200,000 mark for the month.

In November, according to R. L. Polk & Co., new-truck registrations totaled 189,785, down 23.7 percent from the 1979 total of 248,610.

In November, 1974, the registration count was 174,586 units. Last November also was the first time since 1975, when the count was 191,412, that registrations failed to top 200,000.

The 11-month total of 2,285,704 registrations was down 28.7 percent from the 1979 total of 3,206,266 units, with declines in all three market segments and in seven of the eight weight classifications.

Medium trucks continue to be hit the hardest in the 1980 tallies, suffering large losses at both the high and low ends of the market.

Registrations of medium vehicles through November, totaled 59,865, a drop of 57.2 percent from the year-ago 139,959.

The Group 4 total, because of the decline in motor-home sales, dropped to 201 units, down 95.9 percent from 1979's 4,930.

Group 5 registrations were down 18.2 percent, from 2,606 in the first 11 months of 1979 to 2,131 for the same period in 1980, while Group 6 was off 56.6 percent, from 132,423 in 1979 to 57,533.

With Group 7 showing an increase of 68.9 percent over the year-ago figure, the heavy-duty truck count was down only 8.9 percent, from 195,848 in 1979 to 178,405.

The Group 7 total was up from 43,457 in 1979 to 73,389,

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while Group 8 declined 31.1 percent, sinking to 105,016 units from 152,391 in 1979.

Light-truck registrations through November declined to 2,047,434, down 28.7 percent from the year-ago figure of 2,870,459.

Group 1 suffered the least decline among the light trucks, down 10.6 percent from a year ago, 1,047,226 versus 1,171,683.

Group 2 light vehicles declined 40.1 percent during the January-November period, from 1,659,901 in 1979 to 993,835. It marked the first time since 1975 that the Group 2 11-month total dipped below one million.

Largely as a result of the slump in demand for recreational vehicles, Group 3 registrations declined 83.6 percent from the 1979 total, from 38,875 to 6,373.

U. S. TRUCK REGISTRATIONS

11 MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	11 mos., 1980	Percent Share of '80 market	11 mos., 1979	Percent Share of '79 market	Pct. pt. Change, '80-'79
Ford	722,437	31.61	1,034,341	32.26	− 0.65
Chevrolet	679,196	29.72	1,002,862	31.28	− 1.56
Dodge	211,114	9.24	332,711	10.38	− 1.14
GMC	168,007	7.35	261,671	8.16	− 0.81
Jeep	74,882	3.28	132,726	4.14	− 0.86
International	67,464	2.95	108,417	3.38	− 0.43
Plymouth*	26,597	1.16	18,121	0.57	+ 0.59
Mack	19,580	0.86	26,935	0.84	+ 0.02
Kenworth	10,368	0.45	13,567	0.42	+ 0.03
Freightliner	9,831	0.43	12,137	0.38	+ 0.05
Peterbilt	6,456	0.28	7,966	0.25	+ 0.03
White	4,608	0.20	8,357	0.26	− 0.06
Autocar	1,421	0.06	1,999	0.06	.....
Western Star	1,040	0.05	1,034	0.03	+ 0.02
Volvo	868	0.04	601	0.02	+ 0.02
Diamond Reo	91	.....	.....	.....	.....
Miscellaneous**	281,678	12.32	242,821	7.57	+ 4.75
TOTALS	2,285,704	100.00	3,206,266	100.00	.....

★—No registrations for Oklahoma, 1980 and 1979.
*—Plymouth trucks are Trail Duster utility vehicles and Arrow pickups.
**—Miscellaneous includes Imports, Crane Carrier, Oshosh, FWD, Hendrickson, etc.
NOTE: 1980 figures include window vans, 1979 totals do not.

U. S. HEAVY DUTY REGISTRATIONS

11 MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	11 mos., 1980	Percent Share of '80 market	11 mos., 1979	Percent Share of '79 market	Pct. Pt. Change, '80-'79
Ford	43,166	24.20	34,313	17.52	+ 6.68
International	36,321	20.36	61,432	31.37	−11.01
GMC	27,300	15.30	18,670	9.53	+ 5.77
Mack	18,991	10.64	26,935	13.75	− 3.11
Chevrolet	14,735	8.26	5,796	2.96	+ 5.30
Kenworth	10,368	5.81	13,567	6.93	− 1.12
Freightliner	9,831	5.51	12,137	6.20	− 0.69
Peterbilt	6,456	3.62	7,966	4.07	− 0.45
White	4,608	2.58	8,357	4.27	− 1.69
Autocar	1,421	0.80	1,999	1.02	− 0.22
Western Star	1,040	0.58	1,034	0.53	+ 0.05
Volvo	866	0.49	601	0.30	+ 0.19
Diamond Reo	91	0.05	.....	.....	+ 0.05
Miscellaneous	3,211	1.80	3,041	1.55	+ 0.25
TOTALS	178,405	100.00	195,848	100.00	.....

★—No registrations for Oklahoma, 1980 and 1979.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

11 MONTHS, 1980 VS. 1979

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Nov., '80	.....	.....	.....	.....	.....	.....	.....	128	128
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	175	175
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	1,421	1,421
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	1,999	1,999
BROCKWAY	Nov., '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2	2
CHEVROLET	Nov., '80	32,002	25,192	400	.....	62	659	834	151	59,300
	Nov., '79	30,946	41,585	32	.....	151	2,748	52	364	75,878
	Year to Date '80	336,598	313,335	1,501	.....	1,303	11,724	11,957	2,778	679,196
	Year to Date '79	410,443	547,976	4,932	.....	1,614	32,101	1,105	4,691	1,002,862
(Memo Units)#	Nov., '80	14,754	6,879	.....	.....	.....	.....	.....	.....	21,633
	Nov., '79	14,749	11,728	.....	.....	.....	.....	.....	.....	26,477
	Year to Date '80	153,726	90,814	.....	.....	.....	.....	.....	.....	244,540
	Year to Date '79	189,330	160,525	.....	.....	.....	.....	.....	.....	349,855
DIAMOND REO	Nov., '80	.....	.....	.....	.....	.....	.....	.....	2	2
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	91	91
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	Nov., '80	7,820	6,692	124	1	.....	.....	.....	.....	14,637
	Nov., '79	6,286	12,680	315	49	.....	.....	.....	.....	19,330
	Year to Date '80	93,922	112,687	4,344	191	.....	.....	.....	.....	211,144
	Year to Date '79	99,643	195,617	32,526	4,925	.....	.....	.....	.....	332,711
(Memo Units)#	Nov., '80	5,064	3,791	103	.....	.....	.....	.....	.....	8,958
	Nov., '79	3,593	6,978	159	.....	.....	.....	.....	.....	10,730
	Year to Date '80	62,746	70,937	1,964	.....	.....	.....	.....	.....	135,647
	Year to Date '79	55,993	106,277	26,221	.....	.....	.....	.....	.....	188,491
FORD	Nov., '80	20,282	37,033	5	.....	.....	1,974	2,869	1,021	63,184
	Nov., '79	22,338	54,158	20	.....	.....	3,225	902	1,306	81,949
	Year to Date '80	228,703	431,151	509	.....	.....	18,944	30,265	12,901	722,473
	Year to Date '79	271,667	678,836	365	.....	.....	49,160	13,686	20,627	1,034,341
(Memo Units)#	Nov., '80	7,223	11,254	.....	.....	.....	.....	.....	.....	18,477
	Nov., '79	8,066	15,757	.....	.....	.....	.....	.....	.....	23,823
	Year to Date '80	93,061	140,859	.....	.....	.....	.....	.....	.....	233,920
	Year to Date '79	102,159	204,712	.....	.....	.....	.....	.....	.....	306,871
FREIGHTLINER	Nov., '80	.....	.....	.....	.....	.....	.....	.....	683	683
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	930	930
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	9,831	9,831
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	12,137	12,137
VOLVO	Nov., '80	.....	.....	.....	.....	.....	.....	68	55	123
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	2	648	218	868
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
GMC	Nov., '80	4,384	5,768	.....	.....	101	697	951	905	12,806
	Nov., '79	5,271	12,865	8	.....	106	1,943	276	1,417	21,886
	Year to Date '80	48,398	82,544	6	.....	805	8,954	12,512	14,788	168,007
	Year to Date '79	63,138	154,620	1,009	.....	963	23,271	1,862	16,808	261,671
(Memo Units)#	Nov., '80	715	1,396	.....	.....	.....	.....	.....	.....	2,111
	Nov., '79	1,210	3,396	.....	.....	.....	.....	.....	.....	4,606
	Year to Date '80	8,446	22,483	.....	.....	.....	.....	.....	.....	30,929
	Year to Date '79	12,836	43,879	.....	.....	.....	.....	.....	.....	56,715
INTERNATIONAL	Nov., '80	.....	1,528	.....	.....	.....	1,684	1,972	2,009	7,193
	Nov., '79	.....	2,228	.....	.....	.....	1,810	1,848	2,756	8,642
	Year to Date '80	.....	16,670	.....	.....	.....	14,473	16,594	19,727	67,464
	Year to Date '79	.....	21,496	.....	.....	.....	25,489	25,326	36,106	108,417
(Memo Units)#	Nov., '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	Nov., '80	3,869	2,860	.....	.....	.....	.....	.....	.....	6,729
	Nov., '79	7,052	5,229	.....	.....	.....	.....	.....	.....	12,281
	Year to Date '80	45,812	29,070	.....	.....	.....	.....	.....	.....	74,882
	Year to Date '79	76,284	56,442	.....	.....	.....	.....	.....	.....	132,726
(Memo Units)#	Nov., '80	3,869	1,962	.....	.....	.....	.....	.....	.....	5,831
	Nov., '79	7,052	2,120	.....	.....	.....	.....	.....	.....	9,172
	Year to Date '80	45812	21,010	.....	.....	.....	.....	.....	.....	66,822
	Year to Date '79	76,284	24,538	.....	.....	.....	.....	.....	.....	100,822
KENWORTH	Nov., '80	.....	.....	.....	.....	.....	.....	.....	706	706
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	1,131	1,131
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	10,368	10,368
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	13,567	13,567
MACK	Nov., '80	.....	.....	.....	.....	.....	99	.....	1,481	1,580
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	1,891	1,891
	Year to Date '80	.....	.....	.....	.....	.....	589	.....	18,991	19,580
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	26,935	26,935
PETERBILT	Nov., '80	.....	.....	.....	.....	.....	.....	.....	437	437
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	682	682
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	6,456	6,456
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	7,966	7,966
PLYMOUTH	Nov., '80	1,349	484	.....	.....	.....	.....	.....	.....	1,833
	Nov., '79	976	379	.....	.....	.....	.....	.....	.....	1,355
	Year to Date '80	18,402	8,195	.....	.....	.....	.....	.....	.....	26,597
	Year to Date '79	13,220	4,901	.....	.....	.....	.....	.....	.....	18,121
WESTERN STAR	Nov., '80	.....	.....	.....	.....	.....	.....	.....	107	107
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	71	71
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	1,040	1,040
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	1,034	1,034
WHITE	Nov., '80	.....	.....	.....	.....	.....	.....	.....	305	305
	Nov., '79	.....	.....	.....	.....	.....	.....	.....	726	726
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	4,608	4,608
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	8,357	8,357
MISCELLANEOUS*	Nov., '80	19,404	61	1	1	2	279	135	149	20,032
	Nov., '79	21,055	1	1	.....	3	267	159	197	21,683
	Year to Date '80	275,391	183	13	10	23	2,847	1,413	1,798	281,678
	Year to Date '79	237,288	13	43	5	29	2,402	1,478	2,162	243,420
TOTALS	Nov., '80	89,110	79,618	530	2	165	5,392	6,829	8,139	189,785
	Nov., '79	93,924	129,125	376	49	260	9,993	3,237	11,646	248,610
	Year to Date '80	1,047,226	993,835	6,373	201	2,131	57,533	73,389	105,016	2,285,704
	Year to Date '79	1,171,683	1,659,901	38,875	4,930	2,606	132,423	43,457	152,391	3,206,266

★—No Oklahoma registrations, 1980 and 1979.

NOTE: 1980 figures include window vans, 1979 totals do not.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

As loan guarantee wins OK

New time of austerity is at hand for Chrysler

Continued from Page 1

be the first to be paid once the company draws down the new loan guarantees.

Lenders were having second thoughts, some speculating Chrysler would not have the funds to buy off its debt. The loan board late in the week reassured them, indicating Chrysler will have the funds while retaining suitable cash reserves.

• The debt conversion with Chrysler's lenders would work as follows: Stock would be converted for debt at a value of 160 percent of the principal amount of debt being converted, so that for each $2,000 in debt a preferred stock share with a redemption value of $3,200 would be issued.

The stock would bear interest at 8⅛ percent, or $260 per share, but the interest would not be paid or cumulated until the federally guaranteed loans had been paid off.

Half of the conversions to preferred stock would take place when the new federal loan guarantees are issued and the remainder in 105 days—or sooner if needed to maintain the company's net worth at no less than $100 million.

The remaining long-term debt —amounting to $504.5 million if Japanese banks holding $156 million in long-term debt do not participate in the plan—could, at Chrysler's option, be purchased at 30 cents on the dollar, 380 days after the issuance of the loan guarantees.

If Chrysler does not buy it off, it will bear cash interest at 11 percent on loans from U. S. banks and insurance companies and at rates ranging from 11 to more than 18 percent during different periods for loans from European banks.

Should Chrysler buy the debt off, though, it must do so in quarters, with the first 25 percent of the total being bought within 105 days of the issuance of the new loan guarantees, the second at 197 days, the third at 288 days and the last quarter at 380 days.

By purchasing half of its debt, Chrysler would increase its cash requirements by $106 million to $116 million in 1981, but through 1985 this would reduce its cash needs by $270 to $365 million. And, if the debt which previously would have matured after 1985 is added, Chrysler's savings from the buyout would range from $1.1 billion to more than $1.3 billion, the loan board said.

• Chrysler's latest plan for survival assumes a 3.5 percent annual trend rate of growth of real gross national product after the first part of 1981.

It projects total car sales of 9.6 million units in 1981 and a market rising from 10.6 million units in 1982 to 11.8 million units in 1985. Chrysler put its share of the market at 8.9 percent in 1980, 9.1 percent in 1981, 9.7 percent in both 1982 and 1983 and 9.5 percent in 1984.

Its projections for truck sales show 2.5-million-unit years in both 1980 and 1981 and 3 million units in 1982. Sales should rise to 3.8 million units by 1985, the company says. Chrysler says it will have a 10-percent share of the truck market in 1980, 9 percent in 1981, 9.8 percent in 1982, 9.7 percent in 1983 and 12.4 percent in 1984.

If Chrysler is able to achieve its goals, its balance sheets through 1985 should read as follows, according to the loan board: Losses of $1.774 billion and $253 million in 1980 and 1981, respectively, and profits of $319 million in 1982, $587 million in 1983, $1.089 billion in 1984 and $1.273 billion in 1985. The company's worth would rise from $377 million at Dec. 31, 1980, to $4.396 billion at the end of 1985, the board says.

Pending approval of all parties involved, Chrysler intends to begin selling the $400 million in guaranteed notes on Feb. 2. These will be 10-year notes of $5,000 minimum denomination, bearing interest at rates not exceeding 1.5 percentage points above the current average on Treasury securities of comparable maturity.

The notes from Chrysler's first loan guarantee drawdown bore interest at rates 0.76 and 1.0 percentage points above the yield of Treasury notes.

A syndicate led by Salomon Brothers, Merrill Lynch, White Weld Capital Markets Group. The First Boston Corp., E. F. Hutton & Co. and Warburg Paribas Becker & Co. will underwrite the public offering.

Mullane's FDA signs Pittsburgh dealers as group

Continued from Page 1

and the latest series of price increases by Ford apparently sparked the vote. Fitts said that a poll of the dealers present was not taken. Each dealer apparently voted for his own reason.

Fitts, who recently completed a two-year term on the Ford Dealer Council, said the company does not listen to the council, either. During his tenure, he said, Ford was told many times what the dealers thought would sell and what was needed only to be given arguments for not adopting dealer suggestions.

The recent price increases were only part of the decision, Fitts implied, adding that the auto companies "think they can sell their way out of a recession by raising prices."

According to a spokesman for the FDA, Pittsburgh will have chapter status in the FDA and join other chapters in New Jersey, New York and the Boston districts with a seat on the board.

Budd names Williams chief operating officer

TROY, Mich.—Budd Co. has appointed David P. Williams, 47, senior vice president and chief operating officer. He will continue to report to James H. McNeal Jr., president and chief executive.

Williams has been senior vice president-operations, since May, 1979. He joined Budd in 1976, and served as vice-president-marketing and sales. Prior to that, he was a corporate vice president at International Telephone & Telegraph Corp. He was elected to the Budd board of directors in 1977.

world news briefs

Is this a record?

A claim has been submitted to the Guinness Book of Records for travelling the farthest in a standard road car on one tank of fuel. It has been made by two ADAC officials, who covered 1,019.5 miles in a diesel Audi 80. Consumption (in U. S. gallons) was 52.8 MPG.

Cutbacks at Volvo in Holland

Volvo Car (owned 55 percent by Volvo of Sweden, and 45 percent by the Dutch Government) is making one-fifth of its 6,000 workers redundant because of reduced demand. Output this year will fall 15 percent to 80,000.

Losses grow at Seat

Seat, of Spain, is forecasting increased trading losses for 1980 of $265 million. Early last year Fiat withdrew its offer to take over Seat, which makes Fiat designs or adaptations of them. It now comes under control of the state holding company, INI.

It's not all black in the UK

Land-Rover, one of the bright parts of a troubled BL, increased output last year by 13 percent to a record 67,000.

Big pay-off by Audi

Audi, of West Germany, has paid out a record $58,500 to an employe under the company suggestions scheme.

Slimming exercise by Daimler-Benz

The small new Mercedes-Benz 201 which is scheduled to be shown at September's Frankfurt show is said to be extremely light. Engine capacities are 1.5, 2.0 and 2.3 liters. Also imminent are coupe versions of the S-class sedan.

Talbot redundancies grow

Talbot, in the middle of integration with Peugeot, has announced cuts of 3,500 from its French workforce of 31,500. Employes at Poissy are worst hit.

Europe's economy war hots up

Two makers are currently battling for the upper hand in the contest over who makes the most economical gasoline car in Europe. Official listings for the 56 MPH/75MPH/urban cycle give the Renault 5TL 48.0/34.6/37.3 MPG (converted to U. S. gallons). BL's new Metro HLE checks in at 48.5/34.7/34.6 MPG for the same tests.

Expansion and replacement by Volkswagen

Volkswagen will introduce a notchback version of its new Passat this year to be known as Corsar. Also in the offing from VW is an updated Scirocco with more curved lines.

Daimler-Benz calls it quits

A few days after winning its first rally, on the Ivory Coast of Africa, Daimler-Benz shocked rivals by announcing its withdrawal from competition. Fiat, Renault, VW (through Audi) and Opel continue to spend lots of money on promotion through rallying.

And now the truck award . . .

We've had the Car of the Year award in Europe—the Ford Escort. Now the Truck of the Year has been chosen—Leyland's T-45, which will go on sale in Europe this year.

Component makers face up to fakes

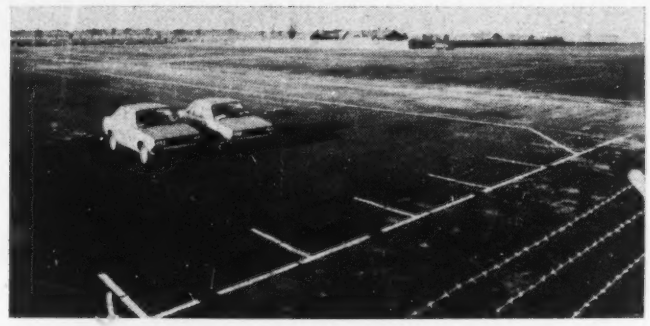
Europe's vehicle components makers met in Rome this month to discuss methods of combating the growing menace of spurious parts. They are anxious about sub-standard units from the Far East—Taiwan in particular—taking their business.

Greece joins the Market

Greece, which has the smallest national new-car market in Europe, has joined the Common Market. Sales in the first half of last year were 19,500. In the whole of 1979 they were 88,400. Fiat (12.2 percent) was market leader.

Musical chairs at Ford

Top management changes at Ford of Germany follow a few months after similar moves in the U.K. Chief executive in Germany is Daniel Goeudevert, former Renault export director, who replaces Peter Weiher. In the UK Ford recently made Sam Toy chairman in place of Sir Terry Beckett. Weiher has gone to Volkswagen of America. Beckett to the Confederation of British Industry.



What Japanese invasion?

Stocks of Toyotas were low in the UK at the end of last year after Japanese car importers had pushed their market penetration over agreed levels. This almost-empty 20-acre import site is a sharp contrast to the airfields crammed with unsold cars from European makers.

BL crews go back to work but future could be fragile

There was widespread relief when the 1,500 BL workers on official strike voted to return to work when Longbridge, near Birmingham, reopened after the Christmas break.

Austin-Morris Managing Director Harold Musgrove had warned that 50,000 jobs would be on the line within days if the men had stayed out.

The fact that they did return —pending further inquiries into the sacking of eight employes as alleged ring-leaders in the riot at the plant one day in November—offers a glimmer of hope for the future of the company. But not much.

BL management has taken a tough line since the arrival three years ago of Sir Michael Edwardes. It has generally "won" —if anyone can be said to have won—in its frequent conflicts with union representatives. The sacking of "Red Robbo," a hard-line union man, and the recent 6.8-percent pay agreement are examples.

But there is no guarantee that another damaging conflict will not be thrown up next week, next month, next year. It could be the last, which is why the government's Industry Department still has BL's request for more investment cash in the pending file.

• BL wants an estimated $3 billion between now and 1984. This is for new model and plant investment, which would at least make the company potentially competitive with its opposition. But there is no suggestion of a return to profitability before 1984.

What BL wants is the money in one chunk. It is more likely to be doled out in small portions in order to achieve some sort of performance guarantees.

At the same time, most observers believe the government has little option but to keep the cash coming. In a timely report by longtime BL watcher Professor Krish Bashkar, of the University of East Anglia, an estimated 700,000 jobs, costing $5 billion in unemployment benefits, would be lost in the collapse of BL.

While the company has been split into numerous groups, no doubt with a view to possible sale, potential customers for those parts have not been falling over themselves with check books at the ready.

Most of the rest of Europe is suffering the recession as well, and industrial confidence is low. Unipart, the components division, and Land-Rover Ltd.—which managed to increase output last year—are thought to be the most attractive buys.

• Others, like the troublesome Austin-Morris volume division and prestige cars and heavy truck branches, probably could not be given away at present. They might attract a Japanese company interested in European assembly as protectionist measures grow, but such a sale would be a massive political hot potato throughout Europe.

With government dragged steadily into this can of worms, it is difficult to imagine the UK without BL. So much depends on it that the state will surely always have an involvement.

The question is which of those other two state-financed companies will BL emerge like — the confident and prosperous Renault in France or that perennial loss-maker in Italy, Alfa Romeo?

One for the price of two

In the UK, a top-model Honda Accord costs $11,900, but a customer can buy an upgraded version, the Rapport Ritz, for $25,800. Rapport uses the same components and body shell, but trims it in fine leather, lambs wool, Draylon and walnut veneer. It says the overhanging hood is an aerodynamic aid.

Production overseas

UNITED KINGDOM

Cars

	10 mos., 1980	10 mos., 1979
BL	340,173	421,099
Ford	285,907	336,561
Lotus	344	903
Reliant	559	731
Rolls-Royce	2,537	2,623
Talbot	120,271	71,853
TVR	129	301
Vauxhall	47,515	50,052
Others	516	559
Total	797,951	884,682

Trucks and buses

Bedford	84,581	76,841
BL	114,036	102,469
Dodge	14,448	13,846
ERF	1,806	2,580
Foden	1,247	1,290
Ford	121,088	138,245
Hestair-Dennis	602	473
Metro-Cammell-Weymann	516	344
Seddon-Atkinson	2,795	3,827
Others	817	602
Total	341,936	340,517
Total vehicles	1,139,887	1,225,199

FRANCE

Cars

	10 mos., 1980	10 mos., 1979
Alpine	775	1,076
Renault	1,258,571	1,144,409
Tot. Renault group	1,259,346	1,145,485
Citroen	462,895	570,940
Peugeot	515,067	633,489
Talbot	252,963	310,349
Talbot Matra	6,613	14,600
Tot. PSA group	1,237,538	1,529,378
Total	2,496,884	2,674,863

Trucks and buses

Citroen	39,642	39,828
Peugeot	106,413	90,576
Talbot	19,358	23,538
Talbot Matra	1,734	176
Tot. PSA group	167,147	154,118
Renault auto	132,715	116,230
Renault VI	44,350	35,476
Tot. Renault group	177,065	151,706
CBM	87	93
Sovam	94	107
Unic	15,215	15,528
Total	349,955	312,446
Total vehicles	2,856,492	2,996,415

PORTUGAL

Cars

	10 mos., 1980	10 mos., 1979
BL	2,107	1,971
BMW	379	469
Citroen	5,572	2,854
Fiat	7,664	7,088
Ford	3,274	2,932
Honda	373	177
Nissan	1,002	480
Opel	2,186	1,156
Peugeot	934	1,809
Renault	9,564	5,490
Toyota	923	1,359
Talbot	352	312
Volkswagen	750	245
Others	577	529
Total	35,657	26,871

Trucks and buses

Bedford	10,576	9,660
BL	4,155	3,068
Fiat-IVECO	991	568
Ford	9,674	7,055
Isuzu	1,090	614
Mitsubishi	1,496	735
Mercedes-Benz	742	530
Nissan	4,932	3,154
Opel	1,155	434
Peugeot	2,217	1,668
Toyota	6,867	2,055
Volvo	843	754
Others	1,694	1,460
Total	47,221	32,612
Total vehicles	82,878	59,483

Major profit comeback predicted for 1983-85

Value Line forecasts auto industry rebound

NEW YORK. — The ailing American automobile industry, expected to report a $4.3 billion loss for 1980, will stage a major profit comeback in the next three to five years, according to Value Line, an investment advisory service.

Average industry profits in the 1983-85 period should soar to a record $6.2 billion, Value Line said in its weekly Investment Survey. The industry's previous high was reached in 1978, when it posted earnings of $5.2 billion.

In the 1983-85 period, Value Line believes that domestic auto makers will benefit from an expected rise in auto and truck sales and that increased production of fuel-efficient cars will enable them to recapture some of the domestic market share they have lost in recent years to foreign auto makers.

"Industry profits will then be considerably higher," Value Line said, "due to the volume gains, the full benefits of cost-cutting efforts and the stabilization of capital and tooling outlays."

Value Line gives the stocks of General Motors, Ford Motor Co., Chrysler Corp. and American Motors low marks for market performance during the coming year. However, it added:

"Most of these stocks offer a wide appreciation potential based on our belief of a return to prosperity by 1983-85."

In 1981, Value Line believes that the U. S. auto industry will start its comeback with earnings of about $1.1 billion and a modest rise in sales.

It estimates 1981 revenues for the industry at $147 billion compared with approximately $114 billion in 1980. The advisory service forsees U. S. auto maker sales rising to over $200 billion in 1983-85.

A decline in the average consumer's debt burden and increased consumer confidence in the economy should help to boost car sales this year, according to Value Line.

It predicts that demand will rise to 9.5 million cars (including imports) and 2.7 million trucks, up from about 9 million and 2.5 million in 1980.

In the next three to five years, car sales will rise to 11.5 to 12 million annually, with truck sales averaging about 3.5 million, the service predicts.

Value Line foresees a sharp profit improvement this year for both General Motors and Ford.

In 1981, General Motors should post earnings of about $890 million, or $3 a share, on estimated sales of $72 billion, Value Line said. This compares with a deficit of about $1 billion, or $3.45 a share on sales of approximately $56 billion in 1980.

In the 1983-85 period, the service foresees General Motors earnings rising to about $13 a share.

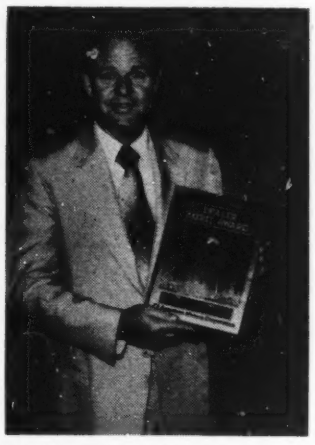
GM's financial strength and its "demonstrated development and merchandising skills put it ahead of its competitors in the race to develop fuel efficient autos," said Value Line.

"In the large worldwide vehicle market we are projecting for 1983-85, this leadership might result in much higher earnings and wider capital gains," the service said.

Value Line predicts that Ford Motor Co. will earn about $365 million, or $3 a share, this year on sales of about $48 billion. This compares with a 1980 deficit of about $1.5 billion, or $12.50 a share, on sales of about $37 billion, according to the service, which foresees $10 per share earnings for the company in the next three to five years.

Increased Ford capital spending and tooling budgets should enable Ford to capture a "larger share of a larger, worldwide vehicle market" in the next three to five years, Value Line said.

The service predicts continued deficits for Chrysler Corp. and American Motors deficits in 1981.



Distinguished

Jerry Deiterman, president, Home Acres AMC/Jeep/Renault, Grandville, Mich., holds the American Motors dealer merit award presented to him for 26 years of distinguished service.

Peugeot added

LAWRENCE, Mass. — English Chevrolet, Inc., has added Peugeot. The dealership, located on a 16-acre site, also handles Honda in addition to Chevrolet.

Used car sales
Auction averages

January to date	$4,009
Monago ago	$3,589
Year ago	$3,139

factories list auction dates

American Motors

Jan. 27 — D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Jan. 28 — Kansas City Automobile Auction, 1100 Elmwood Ave., Kansas City, Mo.; Al Eide's Minneapolis Auto Auction, 1125 A Nathan Lane N., Minneapolis.

Jan. 29—Todd Auto Auction, Rte. 309, Telford, Pa.

Jan. 30—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

Ford Motor Co.

Jan. 27 — Harrisonburg Auto Auction, I-81 Exit 52, Harrisonburg, Va.; South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.

Jan. 28 — Northway Exchange, Rte. 146, Clifton Park, N. Y.; Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Central States Auto Auction, 824 S. Taft, Mason City, Ia.

Model breakdown
Auction averages

	January To Date	December	November
1981	$8,139	—	—
1980	5,680	5,576	6,088
1979	4,651	4,708	5,015
1978	3,544	3,610	3,879
1977	3,211	3,034	3,091
1976	2,062	1,991	2,148
1975	1,516	1,626	1,674
1974	1,239	1,146	1,248
Overall Average	$4,009	$3,589	$3,759

Chrysler Corp.

Jan. 27—Hatfield Recon Center, Rte. 309, Hatfield, Pa.; Arena Auto Auction (tentative), 10355 S. Woodlawn, Chicago; Chrysler Leasing Corp. NuCar-Prep Systems, 2318 Eastern Ave., Commerce, Calif.

Jan. 28—St. Pete Auto Auction, 14950 Roosevelt Blvd., Clearwater, Fla.; Columbus Fair Auto Auction, 4700 Groveport Rd., Obetz, O.; Al Eide's Minneapolis Auto Auction, 1125 A. Nathan Lane N., Minneapolis.

Jan. 29 — Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.; Big H Recon Center, 918 Asbury, Houston.

Jan. 30—Concord Auto Auction, Hosmer St., Acton, Mass.; Floyd Hauhe Auto Auction (tentative), 12000 St. Charles Rock Rd., Bridgeton, Mo.

used-car auction directory

Display Rates: $53.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.50, 26-times, $10.00, 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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AUCTION SCHOOL

Be An Auctioneer — Write for information. Mendenhall School of Auctioneering. U.S. Hwy. 29-70 (I-85) High Point, N. C. 27263.

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Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

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Greater Albuquerque Auto Auction — New Mexico's only dealer auction. Sale every Thurs., 12:00. Member NAAA & WAAA. 8815 Second St., N.W., 505-898-9540.

NEW YORK

Tri-State Auto Auction, Cicero, N.Y. Sale every Weds., 6:30 p.m. Just no. of Syracuse., Rte. 81, Ex. 30. 3 action packed lanes, 500 cars each wk. 1-315-699-2792.

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Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

WASHINGTON

Bob McCaskey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P.O. Box 5189, Kent, WA. 98031.

345,531 assembled, down 16 pct.

Auto production trails 1980 total

By Patricia Hoffman
Staff Writer

U. S. auto production for the first 24 days into the new year is moving at a slow pace with assemblies falling below year ago totals.

Planned production last week was 117,886 units, about the same as the 118,077 cars completed in the comparable week last year and down 2.45 percent from the 120,850 units completed the previous week.

So far this year, the makers have assembled 345,531 units, down 16.38 percent from the 413,228 cars completed in the comparable period last year.

Breakdown for the year-to-date by companies is: General Motors, 69.84 percent; Ford Motor Co., 17.92 percent; Chrysler Corp., 6.95 percent; American Motors, 2.84 percent; Volkswagen of America, 2.44 percent, and Checker Motors, 0.01 percent.

Downtime last week was scheduled at seven plants.

Ford's Lorain and Chicago points were closed one week for inventory adjustment, and Chrysler's Lynch Road plant was also closed for the week. GM's Van Nuys and Norwood points closed for one week and GM's Lakewood and Wilmington plants closed Jan. 19 and will be down until Feb. 2.

GM closed its Leeds and Oklahoma City points today (Jan. 26) for one week.

Also at GM, the Baltimore and Pontiac points will close today for two weeks to reduce inventory.

Ford Motor Co. said it will begin production of the Ford Fairmont and Mercury Zephyr at its Atlanta plant today (Jan. 26). The plant will continue to assemble the Ford Granada and Mercury Cougar but some of the production of those lines will be shifted to the Ford Chicago plant.

breaking news

Continued from Page 1

Komatsu develops multi-fuel engine

TOKYO.—Komatsu Ltd., often referred to as "the Caterpillar Tractor of Japan," has developed a multi-fuel engine capable of burning diesel fuel, gasoline, alcohol or broad-cut petroleum fuel. The engine is essentially a pre-chamber diesel to which a spark ignition system has been added.

Nissan plans slight boost in exports for 1981

TOKYO.—Plans to boost Datsun exports one percent in 1981 were announced by Nissan Motor Co. The export total will be about 1,477,000 vehicles, up from an estimated 1,463,000 in 1980.

Toyota sales contests

TORRANCE, Calif. — Toyota Motor launched a "Get in Gear" cash incentive on pickups, paying dealers up to $400 on eligible units Dec. 24-March 31; also, a "Gear to Go" trip contest on other models. Its bulging inventories are such that the five-state Cincinnati region, for example, reported a two-year high on stocks.

40 MPG CAFE expected by 1995

WASHINGTON. — The Congressional Budget Office has reported auto makers will likely reach a 40-MPG average by 1995 without CAFE rules, but suggested rules would provide a "steadying force." The report said it is unclear whether the industry can sustain its present investment rate until then.

Honda-BL hybrid named Triumph Acclaim

LONDON.—The new car to be built jointly in the UK by BL and Honda will be called the Triumph Acclaim. Previously, it had been code-named Bounty. Production is scheduled to begin in October and reach a rate of 50,000 a year.

Toyota closes U. S. plant for two weeks

TORRANCE, Calif. — Toyota will close its truck bed manufacturing plant in Long Beach, Calif., for two weeks beginning today (Jan. 26), blaming a slowdown caused by the recent tariff increase.

TRUCK PRODUCTION IN U. S.†

	Week Ended Jan. 24, 1981	Same Week, 1980	Week Ended Jan. 17, 1981	Jan. to Date	Jan. 1, to Jan. 26, 1980	Jan. 1, to Jan. 24, 1981
CHEVROLET	13,730	12,875	19,693	47,402	47,207	47,402
DODGE/PLYMOUTH	1,700	4,600	72	3,428	9,842	3,428
FORD	13,499	7,306	10,564	28,295	42,536	28,295
GMC	4,876	3,672	4,426	13,827	12,895	13,827
INTERNATIONAL	1,730	.....	1,737	5,160	.....	5,160
MACK	.....	620	.....	.....	1,867	.....
WHITE	.....	200	.....	.....	655	.....
JEEP	1,740*	2,500*	1,740*	5,220*	9,000	5,220*
AMC CORP.	85*	450*	85*	255*	1,622	255*
VOLKSWAGEN	650	.....	764	1,414	360	1,414
MISCELLANEOUS	.....	800	1,200	2,250	2,940	2,250
Total Trucks, U. S.	38,010	33,023	40,281	107,251	128,924	107,251

CANADIAN TRUCK PRODUCTION

	Week Ended Jan. 24, 1981	Same Week, 1980	Week Ended Jan. 17, 1981	Jan. to Date	Jan. 1, to Jan. 26, 1980	Jan. 1, to Jan. 24, 1981
CHRYSLER CORP.	1,600	.....	.....	1,600	.....	1,600
FORD MOTOR	3,630	3,206	3,778	12,231	11,866	12,231
GENERAL MOTORS	6,430	3,918	6,076	18,368	19,355	18,368
AMERICAN MOTORS	.....	.....	.....	.....	2,756	.....
INTERNATIONAL	270	465	269	837	861	837
MACK	.....	60	.....	.....	217	.....
WHITE	.....	65	.....	.....	203	.....
Total Trucks, Canada	11,930	7,716	10,123	33,036	35,258	33,036
N. American Trucks	49,940	40,739	50,404	140,287	164,182	140,287

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.

Truck production falls a bit, but tops 1980 week

For the second week in a row, U. S. truck production last week was higher than the comparable week last year, although the total units completed so far this year is down from the number built in the year-to-date period in 1980.

Planned truck production last week was 38,010 units, down 5.64 percent from the 40,281 trucks completed the previous week, but up 15.10 percent from the 33,023 units built the comparable week last year.

So far this year, the makers have assembled 107,251 units, a 16.81 percent drop from the 128,924 trucks completed during the year-to-date period in 1980.

Downtime last week was scheduled at Ford's Kentucky point.

Canadian output of cars, trucks moves upward

Canadian auto production rose last week, however the year-to-date output is below the comparable period last year.

Planned production for the auto makers last week was 14,521 units, an increase of 63.94 percent from the 8,857 units built during the comparable week last year, and an increase of 20.62 percent from the 13,748 units completed the previous week.

Year-to-date output for 1981 is 42,905, down 18.92 percent from the 52,919 cars completed in the comparable period last year.

The truck makers also fared better last week but, as with cars, output for the first three weeks of January is moving at a slower pace than last year.

Planned production last week for the truck makers was 11,930 units, a 54.61 percent increase from the 7,716 units completed in the comparable week last year, and up 17.85 percent from the 10,123 units built the previous week.

So far this year, the truck makers have assembled 33,036 trucks, down 6.30 percent from the 35,258 completed during the year-to-date in 1980.

General Motors closed its Oshawa and St. Therese points today (Jan. 26) for inventory adjustment. They will be down one week.

Ford Motor Co.'s St. Thomas point, which closed Dec. 5, ending Canadian production of the Fairmont and Zephyr, will reopen Feb. 16. The plant will build the sporty versions of the Escort and Lynx (the EXP and the LN-7.) Assembly of the Fairmont and Zephyr will begin today at Ford's Atlanta plant.

Chrysler's Windsor car plant, which closed Jan. 19, has extended downtime until Feb. 2.

U. S. CAR PRODUCTION

	Week Ended Jan. 24, 1981	Same Week, 1980	Week Ended Jan. 17, 1981	Jan. to Date	Jan. 1, to Jan. 26, 1980	Jan. 1, to Jan. 24, 1981
AMERICAN MOTORS	3,275*	3,800*	3,275*	9,825*	11,400*	9,825*
Eagle	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
AMX	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	14,700	13,240	9,330	24,030	32,779	24,030
Plymouth Total	6,950	5,450	4,782	11,732	14,721	11,732
Horizon	2,350	3,170	2,081	4,431	11,432	4,431
Volare	.....	1,750	.....	.....	2,219	.....
Gran Fury	.....	370	.....	.....	910	.....
Caravelle	150	160	.....	150	160	150
Reliant	4,450	.....	2,701	7,151	.....	7,151
Chrysler Total	1,100	2,540	.....	1,100	3,879	1,100
Chrysler	.....	800	.....	.....	2,139	.....
LeBaron	1,100	1,740	.....	1,100	1,740	1,100
Dodge Total	6,650	5,250	4,548	11,198	14,179	11,198
Omni	2,250	2,840	1,895	4,145	10,490	4,145
St. Regis	.....	400	.....	.....	1,117	.....
Diplomat	900	760	.....	900	760	900
Aspen	.....	1,250	.....	.....	1,812	.....
Aries	3,500	.....	2,653	6,153	.....	6,153
FORD MOTOR	22,839	19,794	19,858	61,912	63,441	61,912
Ford Division	15,457	17,028	13,464	42,918	47,128	42,918
Pinto	.....	.....	.....	.....	2,262	.....
Must./Must. II	1,121	1,659	.....	1,121	11,383	1,121
Fairmont	2,926	2,782	3,311	10,559	9,575	10,559
Granada	1,391	3,548	.....	1,391	5,573	1,391
Thunderbird	.....	3,919	.....	.....	10,359	.....
Ford	1,683	5,120	1,692	5,070	7,976	5,070
Escort	8,336	.....	8,461	24,777	.....	24,777
L-M Division	7,382	2,766	6,394	18,994	16,313	18,994
Mercury Total	6,049	2,538	5,040	16,307	11,544	16,307
Bobcat	.....	.....	.....	.....	174	.....
Capri	506	456	.....	506	1,706	506
Zephyr	914	1,058	1,105	3,265	3,197	3,265
Cougar/Monarch	593	1,024	.....	593	1,739	593
XR-7	.....	.....	.....	.....	3,177	.....
Mercury	1,416	.....	1,424	4,268	1,551	4,268
Lynx	2,620	.....	2,511	7,675	.....	7,675
Lincoln Total	1,333	228	1,354	2,687	4,769	2,687
Lincoln	600	.....	616	1,216	2,527	1,216
Versailles	.....	228	.....	.....	368	.....
Mark VI	733	.....	738	1,471	1,874	1,471
GENERAL MOTORS	72,522	81,143	84,494	241,306	302,967	241,306
Buick Division	17,408	16,031	16,705	52,227	57,569	52,227
Skylark	4,503	5,111	4,825	14,132	18,331	14,132
Century	3,473	2,677	2,785	9,540	9,538	9,540
Regal	5,112	3,403	4,770	15,183	12,211	15,183
Buick	3,275	3,550	3,299	10,069	12,840	10,069
Riviera	1,045	1,290	1,026	3,303	4,649	3,303
Cadillac Division	6,420	7,047	6,332	19,567	20,642	19,567
Seville	720	1,185	723	2,298	4,249	2,298
Cadillac	4,240	4,617	4,162	12,642	11,926	12,642
Eldorado	1,460	1,245	1,447	4,627	4,467	4,627
Chevrolet Division	23,595	35,790	33,820	90,747	130,272	90,747
Chevette	.....	8,910	8,466	15,620	32,220	15,620
Monza ('80)	.....	3,095	.....	.....	11,248	.....
Camaro	.....	3,095	2,472	4,865	9,570	4,865
Citation	8,435	9,225	7,727	24,824	34,454	24,824
Malibu	5,705	2,800	5,637	17,207	14,427	17,207
Monte Carlo	3,855	1,545	3,896	11,413	8,736	11,413
Chevrolet	4,800	6,120	4,822	14,436	15,869	14,436
Corvette	800	1,000	800	2,382	3,748	2,382
Oldsmobile Division	18,649	13,032	19,148	55,429	54,427	55,429
Omega	3,030	2,642	2,846	8,615	8,041	8,615
Cutlass	9,374	6,670	10,034	29,059	24,819	29,059
Oldsmobile	5,340	2,690	5,284	15,020	17,872	15,020
Toronado	905	1,030	984	2,735	3,695	2,735
Pontiac Division	6,450	9,243	8,489	23,336	40,057	23,336
Acadian†	.....	290	349	694	876	694
Sunbird ('80)	.....	3,305	.....	.....	10,920	.....
Phoenix	2,265	2,552	2,273	7,029	9,620	7,029
Firebird	.....	2,346	1,486	3,016	7,020	3,016
LeMans	1,400	430	1,539	4,327	3,003	4,327
Grand Prix	2,400	.....	2,400	6,992	3,844	6,992
Pontiac	385	320	442	1,278	4,774	1,279
VOLKSWAGEN	4,550	.....	3,893	8,443	2,531	8,443
CHECKER	.....	100	.....	15	180	15
Total Cars, U. S.	117,886	118,077	120,850	345,531	413,228	345,531

CANADIAN CAR PRODUCTION

	Week Ended Jan. 24, 1981	Same Week, 1980	Week Ended Jan. 17, 1981	Jan. to Date	Jan. 1, to Jan. 26, 1980	Jan. 1, to Jan. 24, 1981
AMERICAN MOTORS	600	.....	595	1,772	.....	1,772
CHRYSLER CORP.	.....	.....	.....	.....	7,505	.....
FORD MOTOR	1,040	600	1,039	2,918	5,288	2,918
GENERAL MOTORS	12,656	8,032	11,889	37,540	39,316	37,540
VOLVO	225	225	225	675	810	675
Total Cars, Canada	14,521	8,857	13,748	42,905	52,919	42,905
N. American Cars	132,407	126,934	134,598	388,436	466,217	388,436
N. American Trucks	49,940	40,739	50,404	140,287	164,182	140,287
North American Cars and Trucks	182,347	167,673	185,002	528,723	630,399	528,723

†—All Acadians and Caravelles are built for sale in canada. *—Estimated.